

### 3. Consolidated Financial Statements for 2018



## Digital Transformation

Every end is also a beginning. In politically and socially turbulent times and the digital revolution of the economy, it is important for us to hold on to values and at the same time be open to new ideas. In this way, we will use our proven compass to safely navigate towards the changes and actively engage with them.

**Markus Bolder:** "The digital transformation of our Bank is taking place in three stages, and takes into account the overall bank strategy. We are digitalising our banking processes, expanding our digital offering for clients and participating in devising new approaches for a digitalised future market".

# Consolidated Balance Sheet for Bankhaus Lampe KG

as at 31 December 2018

## Assets

EUR			2018	2017
				in € thousand
<b>Cash reserve</b>				
a) Cash on hand		271,778.49		594
Balances with central banks		300,339,659.23		418,618
thereof: at Deutsche Bundesbank	300,339,659.23		300,611,437.72	(419,212)
<b>Loans and advances to banks</b>				
a) Due on demand		165,953,589.84		113,196
b) Other claims		76,418,198.53	242,371,788.37	62,130
<b>Loans and advances to clients</b>			1,530,207,620.29	1,456,133
thereof: secured by liens on property	12,242,989.28			(31,555)
thereof: loans to municipalities	9,353,000.00			(0)
<b>Debentures and other fixed income securities</b>				
a) Bonds and debentures				
aa) From public issuers	25,116,150.00			60,565
thereof: eligible as collateral for Deutsche Bundesbank advances	25,116,150.00			(60,565)
ab) From other issuers	281,399,343.22	306,515,493.22		266,046
thereof: eligible as collateral for Deutsche Bundesbank advances	281,399,343.22		306,515,493.22	(266,046)
<b>Equities and other variable-yield securities</b>			1,501.47	1
<b>Trading portfolio</b>			432,739,288.37	612,923
<b>Shareholdings<sup>1)</sup></b>			34,652,259.92	42,509
thereof: banks	7,533,136.50			6
thereof: financial services institutions	6,022,514.72			(0)
<b>Shareholdings in affiliated companies<sup>1)</sup></b>			11,564,841.61	426
thereof: banks	0.00			(0)
thereof: financial services institutions	0.00			(0)
<b>Fiduciary assets</b>			11,806,030.96	11,836
thereof: fiduciary loans	11,806,030.96			(11,836)
<b>Intangible assets</b>			1,928,843.18	2,608
<b>Property, plant and equipment</b>			30,404,672.63	24,405
<b>Other assets</b>			23,798,914.85	20,441
<b>Accruals and deferred items</b>			11,489,944.26	11,462
<b>Total assets</b>			<b>2,938,092,636.85</b>	<b>3,103,893</b>

1) Previous year adjusted for € 11,439

## Liabilities

EUR			2018	2017
				in € thousand
<b>Liabilities to banks</b>				
a) Due on demand			90,223,788.89	161,990
b) Subject to an agreed term or period of			240,945,638.13	331,169,427.02
<b>Liabilities to clients</b>				
<b>Other liabilities</b>				
a) Due on demand		1,528,213,526.08		1,794,085
b) Subject to an agreed term or period of notice		549,216,685.47	2,077,430,211.55	2,077,430,211.55
<b>Trading portfolio</b>			21,493,661.80	65,109
<b>Fiduciary liabilities</b>			11,806,030.96	11,836
thereof: fiduciary loans	11,806,030.96			(11,836)
<b>Other liabilities</b>			44,916,089.97	40,516
<b>Accruals and deferred items</b>			11,572,606.49	13,433
<b>Provisions</b>				
a) Provisions for pensions and similar obligations			9,947,915.41	9,845
b) Tax provisions			534,565.00	3,849
c) Other provisions			46,212,265.61	56,694,746.02
<b>Subordinated liabilities</b>			0.00	27,724
thereof: due within two years	0.00			(27,724)
<b>Profit participation capital</b>			10,000,000.00	20,000
thereof: due within two years	10,000,000.00			(10,000)
<b>Funds for general banking risks</b>			57,400,000.00	57,250
thereof: special items according to Section	4,700,000.00			(4,550)
<b>Equity</b>				
a) Subscribed capital			70,000,000.00	70,000
b) Capital reserve			205,500,000.00	205,500
c) Other surplus reserves			24,749,861.39	16,750
d) Adjustments for minority interests			438,001.65	625
e) Consolidated profit for the year			14,922,000.00	315,609,863.04
<b>Total liabilities</b>			<b>2,938,092,636.85</b>	<b>3,103,893</b>
<b>Contingent liabilities</b>				
a) Liabilities arising from guarantees and warranty agreements			85,494,014.53	72,313
<b>Other liabilities</b>				
Irrevocable lending commitments			62,498,417.70	132,574

# Consolidated Profit and Loss Account for Bankhaus Lampe KG

for the period from 1 January to 31 December 2018

## Expenses

EUR			2018	2017
				in € thousand
Interest payable			2,570,092.88	1,406
Commission payable			16,601,561.73	11,978
General administrative expenses				
a) Personnel expenses				
aa) Wages and salaries	74,521,655.14			78,613
ab) Social security contributions and expenditures for pensions and related benefits	9,986,602.58	84,508,257.72		10,124
including pensions: (2,186,662.26)				(2,261)
b) Other administrative expenses		58,038,471.55	142,546,729.27	61,780
Depreciation and valuation allowances on intangible assets and property, plant and equipment			3,585,627.69	6,383
Other operating expenses			4,381,307.94	10,421
Taxes on income and profit			0.00	4,729
Other taxes not shown under "other operating expenses"			310,583.13	112
Consolidated net income for the year			15,210,650.08	15,528
Total expenses			185,206,552.72	201,075

## Income

EUR		2018	2017
			in € thousand
Interest earned on			
a) Credit and money market transactions	35,373,528.71		30,920
b) Fixed-income securities and debt register claims	299,963.92	35,673,492.63	10,417
Current income from			
a) Equities and other variable-yield securities	0.00		787
b) Shareholdings	2,078,059.67		6,077
c) Shares in affiliated companies	2,289,051.19	4,367,110.86	0
Commission earnings		94,719,069.45	102,205
Net earnings from financial transactions		997,527.20	2,727
thereof: allocation according to Section 340e para 4 of the	150,000.00		(300)
Earnings from write-ups to accounts receivable, certain securities, and from reversal of provisions in the credit business		8,738,035.33	10,830
Earnings from write-ups to shareholdings, shareholdings in affiliated companies and securities treated as fixed assets		896,595.00	12,369
Other operating earnings		37,917,962.42	24,744
Taxes on income and profit		1,896,759.83	0
Total income		185,206,552.72	201,075
Consolidated net income for the year		15,210,650.08	15,528
thereof: profit due to other partners		-288,650.08	-528
Profit carried forward from previous year		0.00	0
Withdrawal from capital reserve		0.00	0
Withdrawals from retained earnings		0.00	0
Advance distribution		0.00	0
Allocations to retained earnings		0.00	0
Advance withdrawals from partners		0.00	0
Group profit		14,922,000.00	15,000